

## Message Text

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ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

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R 182327Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

UNCLAS STATE 196113

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: MAJOR PROJECT: NIGERIAN VISIT TO DIRECT

--- REDUCTION STEEL PLANTS

REF: A) STATE 175838, B) LAGOS 07097

1. SUMMARY - PURSUANT TO REFTTEL, MEPD IN COOPERATION WITH THE NIGERIAN EMBASSY PLANNED AND CONDUCTED A WASHINGTON VISIT FOR THE NIGERIAN STEEL DELEGATION WHICH INCLUDED HOSPITALITY ON SUNDAY EVENING, AUG 10; AND MEETINGS IN COMMERCE AND WITH INDUSTRY ON MONDAY. THE DELEGATION WAS SINCERELY APPRECIATIVE AND IMPRESSED WITH THE EFFORT WHICH WE FEEL WAS QUITE PRODUCTIVE.

2. THE NIGERIAN TEAM, HEADED BY UNDERSECRETARY D. O. DEDE OF THE MINISTRY OF INDUSTRIES, MET WITH DEPUTY ASSISTANT SECRETARY HOSTLER AND HIS DEPUTY, MR. SHAW TO DISCUSS NIGERIA'S PLANNED DIRECT REDUCTION STEEL MILLS. THE NIGERIANS REQUESTED THAT THE COMMERCE DEPARTMENT ENCOURAGE QUALIFIED U.S. COMPANIES TO PURSUE THE BROAD RANGE OF BUSINESS OPPORTUNITIES PRESENTED IN THE NEW DEVELOP-

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MENT PLAN. THE TEAM MENTIONED A NEED FOR GREATER PERSEVERANCE ON THE PART OF U.S. BUSINESSMEN.

3. DR. P. C. EZEIFE, HEAD OF COMMERCE AND INDUSTRY IN THE MINISTRY OF ECONOMIC DEVELOPMENT AND RECONSTRUCTION, TOLD MEPD THAT A VISIT TO NIGERIA OF A U.S. GOVERNMENT-SPONSORED TEAM OF BUSINESS EXECUTIVES WOULD BE WORTHWHILE, ESPECIALLY IN VIEW OF SIMILAR MISSIONS WHICH HAVE VISITED NIGERIA FROM OUR COMPETITOR COUNTRIES. HE SAID THAT A VISIT IN THE NEAR FUTURE WOULD SERVE TO DISPLAY GOOD FAITH IN THE NEW GOVERNMENT AND BE TIMELY WITH REGARD TO UPCOMING MAJOR PROJECTS.

4. FOLLOWING THE MEETINGS AT COMMERCE THE NIGERIAN TEAM MEMBERS WERE GUESTS OF THE NATIONAL CONSTRUCTORS ASSOCIATION (NCA) FOR LUNCHEON. NCA MEMBERSHIP INCLUDES NEARLY ALL MAJOR U.S. DESIGN CONSTRUCTORS AND AT THAT TIME THE DELEGATION WAS INTRODUCED TO A NUMBER OF

COMPANIES WHICH ARE INTERESTED IN DOING BUSINESS IN NIGERIA. REPRESENTATIVES OF STATE, COMMERCE AND EXIMBANK WERE ALSO INCLUDED AT THE LUNCHEON; ABOUT 40 PEOPLE IN ALL ATTENDED. NCA PRESIDENT BILL JONES AND HIS STAFF REITERATED THEIR APPRECIATION ON BEHALF OF MEMBER COMPANIES FOR THE EXCELLENT OPPORTUNITY TO BECOME MORE FAMILIAR WITH NIGERIA'S DEVELOPMENT PROGRAM AND STATED THAT MEETINGS OF THIS SORT SHOULD BE ARRANGED MORE FREQUENTLY. HE SAID NCA WOULD BE PREPARED TO SPONSOR A DELEGATION OF SENIOR LEVEL EXECUTIVES TO NIGERIA.

5. INDIVIDUAL COMPANIES HAVING AN INTEREST IN THE DIRECT REDUCTION PROJECTS AS WELL AS OTHERS BROUGHT IN EXECUTIVES FROM THEIR HEADQUARTERS. THE HOSPITALITY FOLLOWING THE PREVIOUS WEEK'S BUSINESS TOURS SERVED TO REINFORCE THE COMPANIES' EFFORTS TO MARKET THEIR SERVICES AND HIGHLIGHTED USG INTEREST IN DEVELOPMENT PROJECTS IN NIGERIA. SISCO

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